

Local Market Update – September 2021

A RESEARCH TOOL PROVIDED BY THE REALTOR® ASSOCIATION OF THE SIOUX EMPIRE, INC.



Tea

Lincoln County, SD

- 61.9%

+ 7.7%

+ 23.9%

Change in
New Listings

Change in
Closed Sales

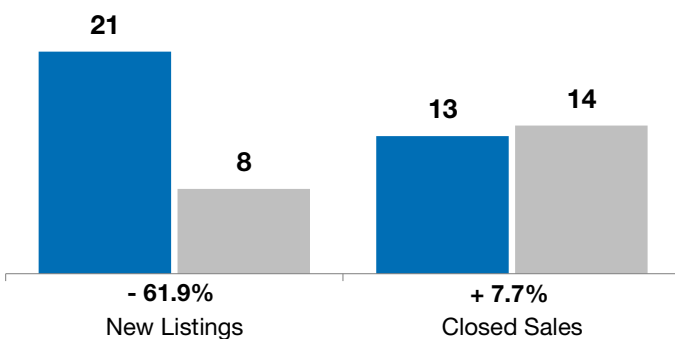
Change in
Median Sales Price

| | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| New Listings | 21 | 8 | - 61.9% | 149 | 144 | - 3.4% |
| Closed Sales | 13 | 14 | + 7.7% | 108 | 104 | - 3.7% |
| Median Sales Price* | \$274,500 | \$340,000 | + 23.9% | \$240,500 | \$283,200 | + 17.8% |
| Average Sales Price* | \$280,785 | \$368,273 | + 31.2% | \$262,677 | \$318,520 | + 21.3% |
| Percent of Original List Price Received* | 99.9% | 102.1% | + 2.2% | 99.8% | 101.4% | + 1.6% |
| Average Days on Market Until Sale | 97 | 98 | + 1.2% | 98 | 78 | - 20.3% |
| Inventory of Homes for Sale | 48 | 33 | - 31.3% | -- | -- | -- |
| Months Supply of Inventory | 4.6 | 2.6 | - 44.1% | -- | -- | -- |

* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

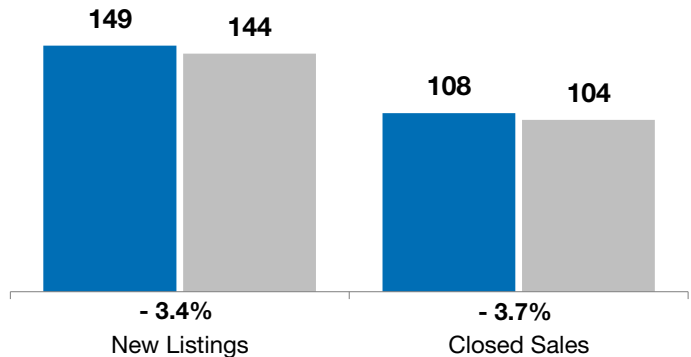
September

■ 2020 ■ 2021

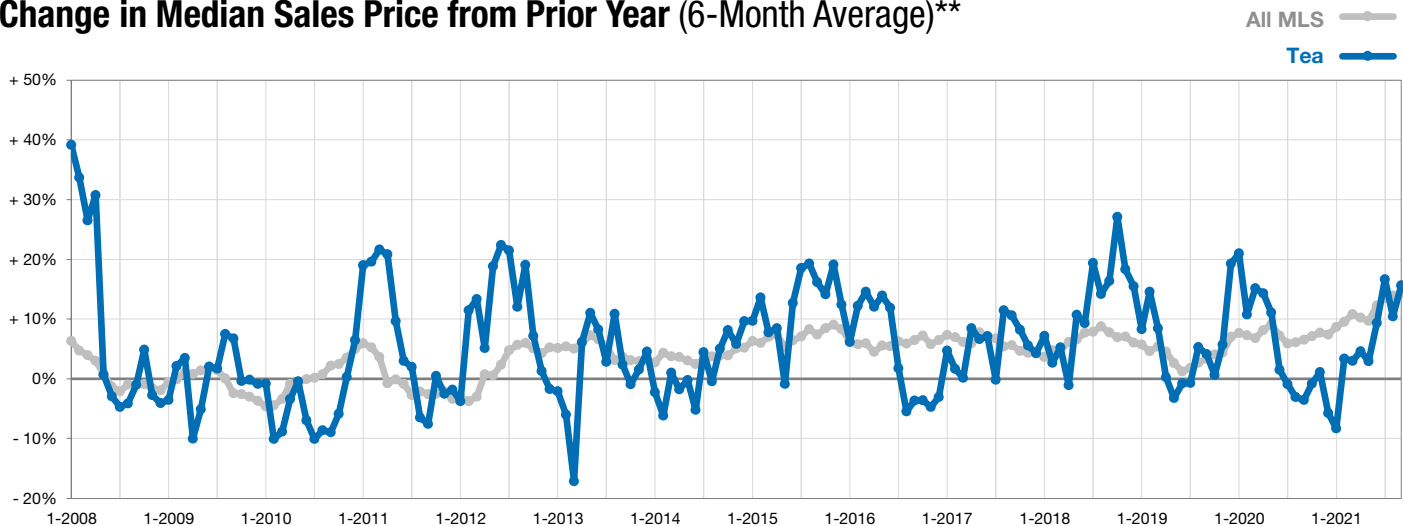


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.